

Key Internal Influencers Worksheet Example

Job Position	Energy Type	Energy Use	Energy Need	Frequency of Consumption	Potential Results/Consequences
Building Manager/Owner	All	Entire building	1. Low price 2. Availability	24/7	1. Higher cost, decreased profit 2. Tenant dissatisfaction/Lost customers 3. Employee discomfort
Office Manager	All	Office area	1. Low price 2. Availability	24/7	1. Higher cost, decreased profit 2. Lost customers, employee discomfort
Production Manager	Electricity	Production equipment	No voltage spikes	24/7	\$10,000/hr lost production
Maintenance	Fuel oil #2	Boiler	1. Low sulfur 2. Availability	≈ 100 hours/year when natural gas interrupted	1. Notice of violation/fines 2. \$10,000/hr lost production
Purchasing	All	Entire plant/building	1. Low price 2. Availability	24/7	1. Higher cost, decreased profit 2. \$10,000/hr lost production
Fork lift operator	Propane	Fork lift	Availability	24/7	Unable to move materials to production line or finished goods to shipping
CEO	All	Entire plant/building	Low price, efficient and continuous operation	24/7	1. Higher cost, decreased profit 2. Lost customers